

## Message Text

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PAGE 01 JOHANN 00187 131918Z

46

ACTION AF-06

INFO OCT-01 ISO-00 EB-07 /014 W  
----- 018174

R 131450Z FEB 75

FM AMCONSUL JOHANNEWBURG

TO USDOC WASHDC

INFO SECSTATE WASHDC 3732

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E.O. 11652: N/A

TAGS: BEXP, BBAK, SF

SUBJECT: TRADE INQUIRY: CONCORDE TRADING COMPANY

BEGIN UNCLASSIFIED

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1. CONCORDE TRADING COMPANY OF JOHANNESBURG IS INTERESTED IN IMPORTING OLLMO, MANUFACTURED BY THE ORE LUBE CORPORATION, 126-06 18TH AVENUE, COLLEGE POINT, NEW YORK 11356. THE SOLE EXPORT FRANCHISE FOR THE ORE LUBE CORPORATION IS HELD BY COSMIC TRADING LTD., 685 5TH AVENUE, NEW YORK, NEW YORK.

2. OLLMO IS DESCRIBED AS A BLENDED SYNTHETIC MOTOR OIL AND A BLENDED SYNTHETIC METALLIC MOTOR OIL. PROMOTIONAL LITERATURE LISTS LISTS VARIOUS API AND COMMERCIAL RATINGS AS WELL AS MILITARY SPECIFICATION. ORE-LUBE HAS PROVIDED CONCORDE TRADING WITH LABORATORY TEST REPORTS FROM STONY BROOK APPLIED RESEARCH INC. 1320 STONY BROOK, LONG ISLAND, NEW YORK 11790 AND FROM THE SOUTHWEST RESEARCH INSTITUTE, HOUSTON, TEXAS. LEAFLETS NAME LARGE U.S. FIRMS AS USERS OF OLLMO. BASICALLY OLLMO IS SAID TO REDUCE MAINTENANCE AND FUEL COSTS AS WELL AS BRING ABOUT A SAVINGS ON PARTS AND OIL CONSUMPTION.

ACTION REQUESTED:

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3. CONCORDE TRADING IS SOMEWHAT SKEPTICAL OF THE CLAIMS MADE FOR OLLMO, PARTICULARLY BECAUSE OF THE PRESSURE SALES TACTS OF COSMIC TRADING LTD. ANY BACKGROUND INFORMATION WHICH COMMERCE CAN  
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PROVIDE ON OLLMO OR THE FIRMS MENTIONED WOULD BE APPRECIATED.

END UNCLASSIFIED.

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4. BEGIN LOU. CONCORDE TRADING HAS ASKED THAT INQUIRIES BE  
MADE WITHOUT REVEALING CONCORDE'S NAME OR THE FACT THAT THE  
INQUIRY ORIGINATED IN SOUTH AFRICA. END LOU.  
GUTHRIE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 13 FEB 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975JOHANN00187  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750053-0153  
**From:** JOHANNESBURG  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1975/newtext/t19750247/aaaabpsk.tel  
**Line Count:** 68  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION AF  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** GolinoFR  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 28 AUG 2003  
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**Review Exemptions:** n/a  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** TRADE INQUIRY: CONCORDE TRADING COMPANY BEGIN UNCLASSIFIED  
**TAGS:** BEXP, BBAK, SF  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006